



## **DVTel Opens Canadian Office, Appoints Helin Director**

*As company adds staff worldwide, Canadian projects and new integrators fuel growth*

**Las Vegas, NV and Ridgefield Park, NJ, April 02, 2008** -- DVTel, Inc., multiple award-winning market leader in the development and delivery of intelligent security solutions over IP networks, today announced that it has opened an office in Toronto, Canada, to support a growing roster of projects, and appointed DVTel veteran, Chris Helin, as Director of DVTel Canada.

Helin was instrumental in DVTel's strong sales growth in the Midwest Region. He then moved on to Director of Business Development before taking on leadership of Canadian operations. "Over the last year, we've seen such excellent growth in the Canadian market that it is time to establish a larger presence here and continue to build our integrator relationships and to work even more closely with our end users," Helin remarked.

"Interest in security amongst Canadian businesses is definitely on the rise," said Paul Grossinger, Publisher of *Security Matters*. "More and more companies are looking for security partners that can help them integrate both IT and physical security. It is this integration that is driving businesses of all sizes and in every vertical market to reexamine their security infrastructure and invest in it where necessary."

In addition to the Canada news, Yanai Oron has been promoted to take charge of the Longitude Access Control development team, and as DVTel expands its already excellent Technical Support offering, Christian Schnedler has changed positions and is now the Corporate Project Manager. To support continued growth, the sales organization has grown as well. Aaron Chesler has been brought on board as the new East Coast Business Development Manager, Donald McClaren is supporting the Southwest and DVTel UK has added two new European Regional Sales Managers, Jenny Littlewood and Phil Tennent.

"We place tremendous importance on maintaining our technology leadership and the providing world-class service and support," said Eli Gorovici, DVTel President and CEO. "For this reason, we have added more than 50 staff in the last year or so, dedicated to research and development and technical support."

*Security Matters* is a magazine dedicated to helping Canadian businesses improve the security of their data, assets, facilities, and staff. To learn more:

[www.securitymattersmag.com](http://www.securitymattersmag.com)

### **About DVTel**

DVTel has the largest installed base of end-to-end IP physical security solutions in the world and is the recipient of over ten awards for products and innovation. As the pioneer

and dominant market player in the creation, development, and delivery of Multi-source Intelligence Systems over IP networks, our software-based solutions create superior value by providing customers a unique level of freedom to focus on what's most important—their primary business goals.

DVTel's unified intelligent Security Operations Center (iSOC) V5 combines Longitude IPAC, Latitude Network Video Management (NVMS), video analytics capability, as well as other powerful management modules to create a rich integration platform that offers a single, highly intuitive graphical user interface. iSOC V5 is the only open standards, IP-based security management center that unifies all video, audio, data, access control, trend analysis and alarm management functionality into one enterprise physical security center.

DVTel is leading the transition from closed, proprietary security systems to open, standards-based platforms. Our unified solutions leverage existing network infrastructure while providing unmatched levels of flexibility, scalability, cost-effectiveness—all backed by superior customer support. We are the solution of choice worldwide for mission critical and enterprise level installations and our systems are found in thousands of installations around the globe.

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